

LARRY KORTE

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SUMMARY

Achiever of deliverables through technical, business, and consulting skills that enable people and businesses to more quickly understand and effectively use technology. Proven ability in the development of interactive multimedia, on-line training, technical instruction manuals, web site development and deployment, technology consultation, and practical real-time project strategies and management. Develops and delivers customer's image and message effectively and professionally.

Proven expertise and trusted to manage large scale corporate engineering and programming projects with follow-through to successful deliveries. Demonstrated capability of working directly with and retaining individual small business customers. 15+ years of experience in project management, technology design, and implementation, 5+ years of experience in all aspects of CD-ROM based training development, test, and production, 8+ years of experience in web site development, and 5+ years of experience in department management.

CAREER HIGHLIGHTS

Online Training: Design, Development, and Deployment

- Storyboarded, programmed, and deployed 13-hour course for using a document imaging and management software. Training was used by the Navy and other customers. Designed and programmed a licensing technique. Developed content and storyboards for 10 projects with most teams spread across the country. Training topics included: document imaging and management software, medical database, air quality and monitoring, digital telecommunications, real estate, C++ programming, orchard production, and animal waste regulation. Developed material and trained students on online training techniques.
- Edited digital video and audio segments. Published CD-ROM media.
- Developed a mixed media strategy for a fortune 100 company boosting the current classroom-based population of 100,000 each year to a targeted 300,000 students with classroom, internet-based, and CD-ROM-based strategies. Core team member for a nationwide video broadcast.

Internet Site Design and Development and Technology Support for Small Businesses and Associations

- Design cost-effective web sites that focus on customer's needs allowing them to purchase goods and services or join and become involved in an association. More information: www.TheBalanceGroup.com
- Technology consultation including needs analysis, purchasing, setup, maintenance, and support.

Manual-Based Training: Design, Development, and Deployment

- Wrote a user guide for an \$25M e-commerce site on how to shop for medical products on their site. Their first client was 10,000 users and \$100M of product. Manual was reused for follow-on clients.

New Product Integration and Test Management

- Managed a team of 21 engineers and technicians for 2 years and was accountable for the initial build and integration, scheduling, operation, maintenance, and tracking of the engineering vehicles for 23 of the 53 systems within this mainframe computer program. Total hardware value of \$460 million.
- Achieved the targeted release date, avoiding \$750 million in lost revenue for each month of delay. Promoted to responsibility for all 53 systems, \$1.06 billion of equipment.
- Developed a parallel release process to achieve our final release date. The program produced \$20 billion in revenue.
- Managed a software integration and test department of 18 engineers and programmers through a reorganization for 2 years. 50% of the staff were placed and replaced with new employees. Surveyed moral jumped by 60%. Software project was integrated, tested and shipped on time.

New Product Project Office for Computer Development

- Led program planning for \$100M of electronic components. Negotiated reduction of integration and test costs of \$600M through a new re-use program utilizing components targeted for disposal.
- Co-developed and managed a vertical team crossing research, development, and manufacturing organizations. Successfully broke down the "not invented here" and "toss over the wall" syndromes of these organizations. 12,000 employees were affected in this \$30 billion program.

Business Owner for S-Corporation

- Created and grew a business for 12+ years, interacting with clients and pulling together teams to develop and deliver projects. Serving multiple clients simultaneously, retaining several for 5 or more years.
- Administrative capabilities: QuickBooks, financial records, file quarterly corporate taxes, maintain proper permits and insurance, negotiate contracts for projects, advertise with internet offerings, print offerings, and flyers. Retain lawyers and CPAs.

EXPERIENCE

The Balance Group, Inc. - Owner

Raleigh, NC; Staunton, VA; Churchville, VA

2001-Present

Web Site Development/Maintenance, Teaching, and Technology Support

Manage all aspects of web site setup, design, and maintenance. Manage all aspects of owning a business including: marketing, contracting, negotiating, invoicing, and customer satisfaction. All aspects of technology support for small businesses and individuals, including analysis, purchasing, setup, maintenance, and support.

1993-2000

On-line Training Development and Technical Writer

Experience in: content development, storyboarding, programming, digital video editing, digital audio editing, classroom training, and technical writing. Contracted through several companies completing projects for: US West, IBM Corporation, Johns Hopkins University, SciQuest, Keyfile, EPA, BellSouth, Martin Information Services, and others.

IBM Corporation

Poughkeepsie, Kingston, White Plains, NY

1991-1992

Program Office, Computer Development

Wide-ranging responsibilities for \$30B program and 12,000 engineers including negotiating re-use program to save \$600M. Co-created and managed a vertical team of senior engineers across research, development, and manufacturing. Managed \$100M of electronic component use. Brought together engineers with problems to solve and engineers who had already solved similar problems.

1989-1991

Engineering Manager, Software Integration and Test

Managed a software integration and test department with very low moral to a 60% improvement over 2 years, placed 50% of the staff and hired replacements, inspired creative solutions to complete our project on schedule.

1986-1989

Engineering Manager, System Integration and Test

Managed department of 21 engineers and technicians with program responsibilities across 3 shifts and 7days with initially \$460M of equipment, then \$1B of equipment on a \$30B program. Many innovative techniques were used including a parallel release technique.

1984-1985

Corporate Staff, Mainframe and Components Divisions

Corporate-wide analysis of on-going and new projects with recommendations to corporate management on program feasibility. Team member on committee that recommended merger of 3 mid-range systems to successful System 400.

1978-1983

Engineer and Programmer, Mainframe and Power Subsystems

Hardware designer - microprocessor and control systems, software designer and programmer - microprocessor systems, research team leader on innovative control systems, designer of mainframe power controls system.

TECHNICAL SKILLS

Microsoft Windows and Office applications, MS FrontPage, PaintShop Pro, HTML and Java script, written in 12+ languages, QuickBooks, digital audio editing, digital video editing, storyboarding, web site setup and development.

EDUCATION

BS degree - Electrical Engineering

Southern Illinois University (with honors)

On-going technical, business, sales, and professional development courses.